

## Message Text

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44

ACTION NEA-16

INFO OCT-01 EUR-25 ISO-00 CAB-09 CIAE-00 COME-00 DODE-00

DOT-00 EB-11 INR-11 NSAE-00 RSC-01 FAA-00 SAB-01

PM-07 H-03 L-03 NSC-07 PA-04 PRS-01 SP-03 SS-20

USIA-15 OMB-01 CIEP-03 TRSE-00 ACDA-19 NIC-01 SAJ-01

DRC-01 /164 W

----- 110525

R 181200Z SEP 74

FM USINT BAGHDAD

TO SECSTATE WASHDC 1260

INFO AMEMBASSY ABU DHABI

AMEMBASSY AMMAN

AMEMBASSY BEIRUT

AMEMBASSY CAIRO

AMEMBASSY DAMASCUS

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY LONDON

AMEMBASSY MOSCOW

AMEMBASSY TEHRAN

AMEMBASSY TEL AVIV

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E.O. 11652: N/A

TAGS: EAIR, BEXP, IZ

SUBJECT: AIRCRAFT WEEK IN BAGHDAD

REF: BAGHDAD 0602

1. SUMMARY: ARRIVAL OF FIRST BOEING 707 HIGHLIGHTS GROWING  
RELATIONSHIP WITH U.S. IN COMMERCIAL AVIATION FIELD.

RELATIONSHIP MAY SOON RESULT IN NEW A/C SALES, INCLUDING  
747S, AND MAJOR EFFORT BY U.S. FIRMS TO CAPTURE

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CONTRACT FOR PRESTIGIOUS NEW BAGHDAD AIRPORT PROJECT.

END SYMMARY.

2. MAJOR AIRCRAFT EVENT THIS WEEK WAS ARRIVAL ON SEPT 16 OF IRAQI AIRWAYS FIRST BOEING 707 (FIRST 737 ARRIVED AUG. 21). ON BOARD WERE LARGEST NUMBER OF AMERICANS TO VISIT BAGHDAD AS GOI GUESTS IN MANY YEARS. FORTY MEMBER GROUP HEADED BY TWO BOEING VICE PRESIDENTS AND INCLUDING WIVES OF BOEING OFFICIALS. ARRIVAL WAS GREETED WITH RITUAL SLAUGHTER OF TEN SHEEP UNDER NOSE OF PLANE AS AMERICAN GUESTS DESCENDED. (737 RATED ONLY GOATS.) USINT OFFICERS WERE INVITED TO AIRPORT RECEPTION AND TO OFFICIAL DINNER SAME NIGHT; A FIRST, MUCH REMARKED UPON BY DIPLOMATIC COLLEAGUES.

3. BOEING'S CHIEF ENGINEER AND HEAD SALEMAN FOR 747S WERE ALSO ABOARD AND TOGETHER WITH VP FOR SALES HELD DISCUSSIONS WITH GOI OFFICIALS ON POTENTIAL SALE OF 747S. GOI ALSO AGIN SERIOUSLY INTERESTED IN PURCHASING THREE 727S, HAVING FIRMLY DECIDED AGAINST TU-154S. ALGERIAN AMBASSADOR TOLD ME SOVIETS HAD EVEN OFFERED IRAQI AIRWAYS GIFT OF TWO 154S THAT WAS REFUSED.

4. ALSO IN PARTY WERE REPRESENTATIVES OF CONSORTIUM, HEADED BY BOEING AEROSYSTEMS PRESIDENT HOWARD PHELPS AND REPS FROM AUSTIN COMPANY AND RICHARDSON ASSOCIATES, WHO PICKED UP TENDER DOCUMENTS FOR NEW 75 MILLION DOLLAR BAGHDAD AIRPORT (REFTEL). THEY ARE VERY INTERSTED IN PROJECT AND STAYED ON TO MEET WITH LOCAL CONTRACTORS IN ORDER TO PREPARE INITIAL BID BY NOV 30 DEADLINE.

5. IN ADDITION TO ABOVE, PRATT AND WHITNEY REP HALE ACCOMPAINED BOEING GROUP TO PROMOTE ENGINE SALES AND MAINTENANCE CONTRACT. TWO WEEKS AGO, PRATT AND WHITNEY BECAME SECOND (AFTER BOEING) AMERICAN FIRM TO POST PERMANENT REPRESENTATIVES IN BAGHDAD (HOWARD HESKETH).

6. ALSO IN TOWN WAS ENGINE DIRECTOR OF SALES OF EUROPE, AFRICA AND MIDDLE EAST, WHO IS PUSHING GE ENGINES WHICH CAN BE USED ON 747S, DC-10S AND AIRBUS. BOEING CLAIMS IT HAS TOLD IRAQI AIRWAYS THAT CHOICE OF ENGINES IS STRICTLY IRAQI. LIMITED OFFICIAL USE

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7. ON SEPT 19 LOCKHEED TRISTAR ARRIVED FOR DEMONSTRATION. UNFORTUNATELY FOR LOCKHEED, JAPAN AIR GROUNDING OF TRISTAR WELL KNOWN HERE AND LIKELY TO HURT THEIR CHANCES FOR SALE.

8. WEEK ENDED WITH IRAQI AIRWAYS REQUESTING THAT BOEING SEND FULL NEGOTIATING TEAM FOR 747S TO BAGHDAD ASAP.

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** COMMERCIAL AIRCRAFT, CONSTRUCTION, AIRCRAFT SALES, CONTRACTS, AIRPORTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 18 SEP 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** cunninfx  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974BAGHDA00626  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D740266-0996  
**From:** BAGHDAD  
**Handling Restrictions:** n/a  
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**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
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**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** BAGHDAD 0602  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** cunninfx  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 10 JUN 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <10 JUN 2002 by kelleyw0>; APPROVED <07 MAR 2003 by cunninfx>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** AIRCRAFT WEEK IN BAGHDAD  
**TAGS:** EAIR, BEXP, IZ, US  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005